

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 04601 090806Z

15

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 049935

P R 090636Z APR 75  
FM AMEMBASSY TOKYO  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 9273

UNCLAS TOKYO 4601

FOR OIM/WELCH

E.O. 11652: N/A  
TAGS: BEXP, JA  
SUBJECT: AUGUST OCEANOGRAPHIC EXHIBITION

REF: USDOC 5051

1. REFTEL ACKNOWLEDGED, TC COMMENCING SPECIAL SOLICITATION EFFORTS ASKING DOL 900 CONTRIBUTION FROM ESTABLISHED FIRMS LISTED PARA ONE WITH EXCEPTION TRACTOR AND MARQUARDT COMPANIES.

2. GIVEN DELICACY OF SPECIAL SOLICITATION CONCEPT AS ACKNOWLEDGED PARA TWO WELCH/STRONG LTR 5 MARCH, TC WILL UNDERTAKE INITIAL SOLICITATION SPECIAL CASES ONLY WHEN AMERICAN REPRESENTATION PRESENT JAPAN. TRACTOR AND MARQUARDT ARE THE ONLY TWO FIRMS CONSIDERED FOR SPECIAL SOLICITATION AUGUST SHOW THAT DO NOT HAVE AMERICAN REPS TOKYO. POTENTIAL PROBLEM REGARDING SPECIAL SOLICITATION OF SELECTED PRINCIPALS THROUGH JAPANESE REPS IS WH THE SAME REPS WILL OFTEN HANDLE PRODUCTS OF OTHER PROSPECTIVE PARTICIPANTS FOR A GIVEN EXHIBITION WHOSE PARTICIPATION WOULD, FOLLOWING CONCLUSION OF BELLWEATHER PROCUREMENT AT PREFERENTIAL RATE, BE SOLICITED AT A CONTRIBUTION RATE THREE TIMES GREATER THAN BELLWEATHER RATE.

3. WHILE TC PROCEEDING SPECIAL SOLICITATION AUGUST SHOW  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 TOKYO 04601 090806Z

AS DIRECTED REFTEL, TC QUESTIONS ADVISABILITY DEPARTURE

FROM NORMAL PROCUREMENT PROCEDURE TRADE CENTER  
EXHIBITIONS WHICH HAS HISTORICALLY CONSISTED OF OIM INITIAL  
PROCUREMENT CONTACT WITH PRINCIPAL AND FOLLOWUP AS  
APPROPRIATE BY TC WITH REP IN TARGET MARKET. ADHERENCE  
THIS PROCEDURAL SEQUENCE WOULD NOW SEEM TO BE EVEN  
MORE IMPORTANT IN VIEW POTENTIAL DIFFICULTY SUGGESTED  
PARA TWO ABOVE. ALSO, AS FOR TC PROCUREMENT SUPPORT  
OF OIM IN PAST SHOWS, GUIDANCE PROVIDED BY RESULTS OF  
OIM DISCUSSION WITH PRINCIPALS IS OFTEN VITALLY IMPORTANT  
TO SUCCESSFUL RECRUITMENT EFFORT TARGET MARKET. PLS  
ADVISE REASONS FOR OIM REQUEST THAT INITIAL RECRUITMENT  
EFFORT FIRMS LISTED REFTEL BE EFFECTED WITH REPS  
JAPAN, AND NOT WITH PRINCIPALS.

4. RE MULTI-ACCOUNT PARTICIPATIONS, PLS ADVISE ASAP  
POLICY WHEN JAPANESE REP OF SEPCIAL SOLICITATION  
PROSPECT WISHES TO INCLUDE UNDER SAME PA ANOTHER OR  
SEVERAL OTHER ESTABLISHED EXPORTERS FOR WHOM DOL 2600  
CONTRIBUTION WOULD APPLY.

5. RE STRONG/WELCH 19 MARCH, PLS REPLY SOONEST  
RECOMMENDED M-1 CONTRIBUTION SYSTEM TO APPWY FY 76. ALSO  
URGENT TC BE ADVISED CONTRIBUTION SCHEDULE APPLICABLE  
AMDO.  
SHOESMITH

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 09 APR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975TOKYO04601  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750123-0062  
**From:** TOKYO  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750465/aaaachtl.tel  
**Line Count:** 86  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 USDOC 5051  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 30 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <30 JUN 2003 by RuthemTJ>; APPROVED <11 FEB 2004 by ShawDG>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** AUGUST OCEANOGRAPHIC EXHIBITION  
**TAGS:** BEXP, JA  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006